

Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 EUR-12 EA-07 ISO-00 AGRE-00 OIC-02

FEA-01 CEA-01 CIAE-00 COME-00 DODE-00 FRB-03 H-02

INR-07 INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 AID-05

CIEP-01 SS-15 STR-04 ITC-01 TRSE-00 USIA-06 PRS-01

SP-02 OMB-01 /103 W

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P R 032250Z DEC 76

FM AMEMBASSY MANAGUA

TO SECSTATE WASHDC PRIORITY 1744

INFO AMEMBASSY GUATEMALA

AMEMBASSY MEXICO

AMEMBASSY PANAMA

AMEMBASSY PORT AU PRINCE

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

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USMISSION OECD PARIS

LIMITED OFFICIAL USE MANAGUA 5588

E.O. 11652: NA

TAGS: EAID, EPAP, ETRD, PINT, NU

SUBJECT: NICARAGUAN DELEGATION TO MEAT IMPORT NEGOTIATIONS

REF: (A) MANAGUA 5520, (B) MANAGUA 5545, (C) MANAGUA 5559,
(D) STATE 293203

BEGIN SUMMARY: AGRMIN SENGLMANN WILL HEAD 4-MAN GON DELEGATION TO
MEAT NEGOTIATIONS. SENGLMANN HAS NOT YET INDICATED ALLOTMENT WHICH
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GON WILL SEEK. NICARAGUA COULD PRODUCE ESTIMATED 77 MILLION POUNDS

OF MEAT FOR EXPORT TO US IN 1977. BIODATA ON DELEGATION MEMBERS INCLUDED. END SUMMARY.

1. AGRICULTURE MINISTER KLAUS SENGLMANN CONFIRMED TODAY THAT HE WILL HEAD OFFICIAL GON DELEGATION TO 1977 MEAT IMPORT NEGOTIATIONS. OTHER MEMBERS ARE DR. OSCAR SEVILLA SACASA, HEAD OF NICARAGUAN CATTLEMEN'S ASSOCIATION; DR. JAIME FERNANDEZ, DIRECTOR OF PLANNING OFFICE, MINISTRY OF AGRICULTURE; AND AMBASSADOR GUILLERMO SEVILLA SACASA, DEAN OF WASHINGTON DIPLOMATIC CORPS AND BROTHER OF OSCAR.

2. ALTHOUGH SENGLMANN MUST RETURN TO NICARAGUA WEDNESDAY EVENING, DECEMBER 8, HE TOLD EMBOFF THAT AMBASSADOR SEVILLA WILL BE EM-POWERED TO CONCLUDE FINAL MEAT IMPORT AGREEMENT ON BEHALF OF GON. FERNANDEZ WILL TAY ON IN WASHINGTON UNTIL APPROXIMATELY DEC 13. SENGLMANN SAID PROPOSED SCHEDULE OF DECEMBER 6 MEETING ACCEPTABLE, I.E. PLENARY SESSION AT 1000 HOURS AND BILATERAL SESSION AT 1500 HOURS.

3. FOLLOWING BIO SUMMARY PROVIDED FOR BENEFIT OF US NEGOTIATORS:

(A) SENGLMANN, AGE 44, WAS BORN TO GERMAN FAMILY IN NICARAGUA. FAMILY WEALTHY AND PROMINENT IN AGRICULTURE (INCLUDING CATTLE RAISING) AND BUSINESS. SENGLMANN WAS PIONEER IN DEVELOPING LARGE-SCALE, IRRIGATED RICE FARMING IN NICARAGUA. HAS BEEN AGRICULTURE MINISTER SINCE 1974. IS GRADUATE OF OKLAHOMA STATE IN AGRONOMY AND OF INCAE, HARVARD-TYPE REGIONAL BUSINESS ADMINISTRATION POST-GRADUATE SCHOOL IN NICARAGUA. OPENLY PRO-AMERICAN, AND HAS ALMOST UNIQUE REPUTATION FOR HONESTY, INTEGRITY AND ABILITY AMONG FELLOW CABINET MEMBERS. ALSO HAS APPARENTLY WELL-DESERVED REPUTATION FOR GETTING COOPERATION FROM OFTEN MUTUALLY HOSTILE SEGMENTS LOCAL BUREAUCRACY. IS KEYMAN, AFTER PRESIDENT SOMOZA (WHOSE CONFIDENT HE ENJOYS), IN DEVELOPING INVIERNO PROGRAM TO HELP CAMPESIONOS AND HAS TAKEN INITIATIVE IN DEVELOPING OTHER FAR-REACHING AGRICULTURAL

PROGRAMS. ALTHOUGH NOT A PROFESSIONAL POLITICIAN, HE HAS DEVELOPED DEFT POLITICAL TOUCH. FLUENT IN ENGLISH, MARRIED TO AMERICAN, FIVE CHILDREN, MOST OF WHOM STUDYING IN US.

(B) OSCAR SEVILLA SACASA IS FORMER FOREIGN MINISTER (1949-56), LIMITED OFFICIAL USE

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EX-MEMBER OF CHAMBER OF DEPUTIES, AND FORMER PRESIDENT OF INTER-AMERICAN CONFEDERATION OF CATTLEMEN (CIAGA). LAWYER BY PROFESSION, EALTHY LAND OWNER. EDUCATED IN NICARAGUA. SPEAKS ENGLISH.

(C) JAIME FERNANDEZ IS CAPABLE YOUNG (ABOUT 35) OFFICIAL WITH PHD IN AGRICULTURAL ECONOMICS FROM CORNELL. SPEAKS ENGLISH.

4. NICARAGUA'S EXPORTABLE MEAT SUPPLY DURING 1977 SHOULD REACH

77 MILLION POUNDS, ACCORDING TO DR. FERNANDEZ, BASED UPON ESTIMATES FROM SLAUGHTERHOUSES AND LOCAL CATTLE INDUSTRY. INDUSTRY SOURCE TENDS TO CONFIRM THIS ESTIMATE, SAYING THAT THE FOUR ESTABLISHED, EXPORT SLAUGHTERHOUSES HAVE CAPACITY OF PRODUCING 75 MILLION POUNDS NEXT YEAR. NEW SLAUGHTERHOUSE AT NANDAIME AND ANOTHER ABUILDING COULD INCREASE THAT CAPACITY TO 77 MILLION POUNDS.

5. LOCAL PRESS QUOTED SENGELMANN DECEMBER 2 AS HAVING SAID THAT GON WILL SEEK ALLOCATION OF 60 MILLION POUNDS IN UPCOMING MEAT IMPORT NEGOTIATIONS. ASKED BY EMBOFF ABOUT THIS LATTER SAME DAY, SENGELMANN DENIED HAVING MADE ANY SUCH STATEMENT. TO OUR KNOWLEDGE, HE HAS NOT YET DISCLOSED WHAT ALLOTMENT GON WILL SEEK.

6. SENGELMANN TOLD EMBASSY THAT MFA CABLING OFFICIAL ACCREDITATION TO WASHINGTON NOR GON NEGOTIATING DELEGATIN. EMBASSY SEEKING TO OBTAIN COPY CABLE OF ACCREDITATION SO AS TO CONFIRM OFFICIAL STATUS AID DELEGATION.
RUBENSTEIN

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